

**GOVERNMENT OF ANDHRA PRADESH
ABSTRACT**

Tourism Promotion – Development of Tirupati International Convention Centre in the premises of Shilparamam Society at Tirupati – Appointment of M/s. Infrastructure Leasing and Financial Services, Infrastructure Development Corporation as Transaction Advisor – Orders – Issued.

YOUTH ADVANCEMENT, TOURISM AND CULTURE (PMU) DEPARTMENT

G.O.Rt.No. 146

Date :26 -02-2013

Read :-

G.O.Rt.No.975, YAT&C (PMU) Department, dated: 24-12-2012.

ORDER

In the G.O. read above, the Government have taken a decision for development of International Convention Centre in the premises of Shilparamam Society at Tirupati as it is World renowned pilgrimage centre as well as a Tourist Place attracting large number of Pilgrims and Tourists from all over the Country and Abroad. It has also emerged as an important destination for Conventions, Conferences / Seminars etc. The Hon'ble President of India has also laid the foundation stone on 27-12-2012 during the World Telugu Conference held at Tirupati.

- 2) For the purpose of preparation of conceptual plans and feasibility reports, the Government have called for quotations from all the empanelled consultants for selection and appointment of a Transaction Advisor (Project Consultant) for the above said project to take up the Transaction Advisory Services. After due evaluation of the quotations received, M/s. Infrastructure Leasing and Financial Services, Infrastructure Development Corporation Limited has been selected as the Transaction Advisor.
- 3) After careful examination, the Government hereby appoints M/s. Infrastructure Leasing and Financial Services, Infrastructure Development Corporation Limited as Transaction Advisor for providing consultancy services as specified in the Annexure to this G.O.
- 4) The fees payable for the above Consultancy Assignment is Rs 75.00 Lakhs (Rupees Seventy Five Lakhs Only) and the scope of work and payment schedule is as stipulated in the Annexure to this G.O.
- 5) The Transaction Advisor shall immediately take up the assignment and adhere to the time schedules as given in the annexure.

(BY ORDER AND IN THE NAME OF THE GOVERNOR OF ANDHRA PRADESH)

**CHANDANA KHAN
SPECIAL CHIEF SECRETARY TO GOVERNMENT**

To

M/s. Infrastructure Leasing and Financial Services, Infrastructure Development Corporation Limited (IL&FS, IDC), Hyderabad
The Assistant Secretary (PMU) & Drawing & Disbursement Officer), YAT&C Department
The PS to Chief Secretary to Government
The Secretary to Hon'ble C.M. (KJR)
The PS to Hon'ble Minister for Tourism
The Special Officer, SAACCS.
The District Collector, Chittoor.
SF/SC

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1. Scope of Work for the Transaction Advisory Consultant:

The scope of work of the Transaction Advisor is to be achieved in three phases as below:

Phase -1 (Preparatory Phase)

A: Site Studies

- Topography Study includes Total Station Survey & Geo Technical study to understand the site levels and soil bearing capacity for construction planning
- Due Diligence on the land titles for offering the land to private sector developer if the Project is undertaken on PPP basis. Suggested course of action to ensure required compliances
- Land Use & Zonal Classification of the proposed land for development of TICC suggested course of action and documentation support to the department in case of any changes required
- General Due Diligence on applicable development controls & restrictions as per all Applicable Laws, Rules and Regulations of the Relevant Authorities, etc (like Building Regulations, Environmental restrictions, Regulations related to Airport Authority, Defence, National Highway Authority, Railways, etc)

B: Market Study & Project Feasibility:

- Market Study to assess the potential for International Convention Center at Tirupati keeping next 10 to 15 years in mind. The empanelled agency has to engage the national level consultant with proven experience in the sector for undertaking the study
- Based on the market study, suggest the size of the project & its components
- Suggest the technical specifications for the project based on the market assessment
- Based on the project size approved by the Department, the consultant need to estimate the project cost and viability of the project on PPP basis
- If the project is not viable on stand alone basis, suggest the alternative funding mechanism to make the project viable, like VGF, JV with local authorities etc
- Suggesting alternative options for development of the facility and bid structures for the approval of the department

C: Conceptual Master Plan/Architecture

- Prepare a conceptual master plan by engaging a reputed architect with proven experience in similar projects (Convention Centres)
- Prepare at least three alternative concept designs and 3D Models for the purpose of choice of selection

The elevation and architecture needs to reflect the regional heritage and cultures

Deliverables:

- 1. Project Feasibility Report with Alternative Development Options*
- 2. Conceptual Architectural Plans*
- 3. Detailed Presentation on the Feasibility, Alternative Development Options and Conceptual Designs*

Phase-2 (Project Development Phase):

Based on the approval of the Government for the concept, development mode and capital investment under Phase-1, detailed road map to be developed for development of the project in a time bound manner:

- In case, the PPP option is selected, the Selected Consultant need to undertake the end to end bid process management of selection of the developer and facilitate in signing the agreements.

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- In case, EPC development model is selected, the consultant needs to help in mobilization of resources though different grant schemes of GoAP & GoI and also mobilize funds through financial agencies like HUDCO, etc. Also help in selection of architects and EPC contractors for designing and construction of the project
- In case of any hybrid models, the consultant need to work with the Government in mobilizing the resources and developing the project

Deliverables and timelines for this phase will be finalized before starting of the services for this phase

Phase-3 (Project Implementation Phase):

The consultant is expected to work with the department up to commercial operations of the project.

- In case of PPP Model, the selected consultant has to review the project through its own Independent Engineer and facilitate timely completion of project
- In case of Non-PPP Model, the selected consultant is to facilitate with all stakeholders for timely completion of the project

Deliverables and timelines for this phase will be finalized before starting of the services for this phase

4. Review & Reporting:

- As the project is prestigious one for the department/State and expected to be developed in a time bound manner, the Team Leader of the assignment is expected to be personally present and appraise the project development status to the department on fortnightly basis.
- The selected Consulting Agency is required to appoint a Team leader with more than 15 years of experience in handling similar projects and he will be the single point contact for the department. The Transaction Advisor should also submit the list of Team Members with their qualifications and experience.

5. Fee & Milestones:

The Total fee payable shall be Rs. 75.00 Lakhs. The milestones and timelines for release of the fee to consultant for the services are as below:

Milestones	Timelines	Percentage of fee to be released
Submission of Deliverables indicated for the first phase and on approval with or without modifications.	Four Weeks from the date of Appointment	25%
Submission of Bid Documents in case of PPP mode or final DPR in case of other modes of development (Phase-2 Deliverables) and on approval with or without modifications.	Two Weeks from the date of Approval by Government on Implementation Mode	25%
Signing of agreements with the selected Bidder / Agency in case of PPP or incorporation of an SPC in case of other modes of development. In case of latter, it includes preparation of charter documents and registration under the appropriate law.	Eight Weeks from the date of Approval by Government on Implementation Mode	20%
Providing all assistance and support to the selected party in securing all applicable permits.	As approved in the Agreements / Relevant Documents	15%
On achieving the Commercial Operations	As approved in the Agreements / Relevant Documents	15%
Total >>>>> >>>>>	>>>>> >>>>>	100%

Note: The fee payable shall be all inclusive of all kinds of costs, expenses, taxes, charges etc. but excludes Service Tax that will be paid by the Government as per Law.

CHANDANA KHAN
SPECIAL CHIEF SECRETARY TO GOVERNMENT

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